

MENDEL UNIVERSITY IN BRNO

Faculty of Regional Development and International Studies

Master Thesis

Computer Entrepreneurship as a source of Employment in Ghana.

(A case study in five communities of the Greater Accra region)

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Brno 2016

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DEDICATION

I dedicate this work to my entire family and a true friend, Ekuu.

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ABSTRACT

This master thesis is an attempt to help find a solution to the problem of unemployment in Ghana. Unemployment is a major problem in Ghana. A solution to such a major problem will be a step in the right direction to place Ghana on the right footing to economic development and progress. The thesis deals with computer entrepreneurship as a source of employment in Ghana. The concept of entrepreneurship is relatively new to the Ghanaian economy. Employment in Ghana is largely skewed towards government sector employment and a few multinational companies. There is a growing unemployment population. This study examines computer entrepreneurship as a source of employment in the Ghanaian economy and a part solution to the problem of unemployment in Ghana. The benefits of computer entrepreneurship to the Ghanaian economy as well as the barriers to computer entrepreneurship are also examined. Through the results and discussions, recommendations are made to help improve computer entrepreneurship as a major source of employment in Ghana. The recommendations further suggest ways of benefitting from computer entrepreneurship and removing or reducing the barriers to computer entrepreneurship in Ghana.

Keywords: Ghana, Entrepreneurship, Employment, Computer, Communities, Income.

ABSTRAKT

Tato diplomová práce se pokouší pomoci najít řešení problému nezaměstnanosti v Ghane. Nezaměstnanost je závažným problémem v Ghane. Řešení takového problému bude pro Ghanu krok správným směrem na cestě k jejímu ekonomickému rozvoji. Práce se zabývá využitím osobních počítačů pro drobné podnikání, jakožto zdrojem zaměstnání v zemi. Pro ekonomiku Ghany je takovýto koncept podnikání poměrně nový. Většina pracovních míst je ve veřejném sektoru a v pár mezinárodních firmách. Zemi zažívá nárůst počtu nezaměstnaných lidí. Tato práce zkoumá podnikání s využitím počítačů jako zdrojem zaměstnanosti pro ekonomiku Ghany a také jako částečné řešení problému nezaměstnanosti v Ghane. V této práci jsou také zkoumány výhody pro ekonomiku Ghany a stejně tak i překážky pro takovéto podnikání. Prostřednictvím výsledků výzkumu a diskuzí, přichází práce s doporučeními, která by měla zajistit zlepšení pozice tohoto podnikání jakožto hlavního zdroje zaměstnanosti v Ghane. Doporučení dále také nastiňují způsoby jak mít z podnikání využívajícího počítač užitek a také jak pro něj v Ghane odstranit nebo alespoň snížit překážky.

Klíčová slova: Ghana, podnikání, zaměstnanost, Počítač, komunita, příjem.

CHAPTER ONE INTRODUCTION

1.0 BACKGROUND TO THE STUDY

Ghana is a developing economy and a regional power in Western Africa with a population of about 28 million. It has a vibrant and growing entrepreneurial environment. Entrepreneurship is not a new concept to the people of Ghana as they have engaged in it at various levels and in various degrees for centuries. In recent years, entrepreneurship is used to include different kinds of engagement such as social and political entrepreneur. Table 1.1 provides a detailed overview of the population employed by different sectors of the economy.

Table 1.1: Employment by Different Sectors in Ghana (2006)

Sector	Population (%)
Public sector employment	7.1
Private formal employment	6.9
Export farmers	7.4
Food crop farmers	43
Non-farm employment	26.2
Non-working	2.7
Total	100

Source: Ghana Statistical Service, 2006

The role of Information Communication Technologies (ICT) has become an essential tool in our current technological era. The importance of ICT in Ghana's developing economy cannot be over emphasized. This is shown in the use of ICT in schools, industries, homes, government and private sector activities. The influence of these advances on both economic and social progress of Ghana is evident through various statistical data. There was an increment of the impact of ICT to the Gross Domestic Product from 2.3% in the year 2009 to about 10.5% in the year 2011. The ICT sector generated about 3,500 jobs in the year 2011

from 3,050 in the year 2010 (Barthel, Busse, & Osei, 2011). There was also a mobile penetration rate increment from 74% in the year 2009 to 84.6% in the year 2011. The internet subscribers also increased from 1,296,047 in the year 2009 to 4,086,428 in the year 2011 (Essegbey, & Frempong, 2011).

Education is a significant feature of social growth. It is the practice of obtaining information, abilities, principles and values to totally advance distinct capabilities for collective good (Bowman, 2011). There is a correlation between learning, human resource improvement and economic progress (McMichael, 2011). Education is therefore a key factor in the quest for solution to unemployment in Ghana and a key factor in promoting entrepreneurship.

There must be relevant knowledge that help entrepreneurs and prospective entrepreneurs to be well prepared for the path they are channeling and the challenges involved. Education will not solve all the problems thereof, but will provide the individual with skills, knowledge and attitude to be able to weather the storm and chart the correct path.

Through education, the individual will be able to set goals that are specific, measurable, achievable, realistic and time bound. The entrepreneur needs to be able to make correct choices and select the best options in the mist of several choices. This calls for good knowledge in the several fields of study. There is no entrepreneur who will achieve significance and last long without the help of relevant education. Knowledge is therefore a key ingredient in entrepreneurship

Intrapreneurship refers to entrepreneur within a bigger business organization. Entrepreneurs are leaders willing to face challenges. They use and use imagination to gain market opportunities through preparations, organizing, and resourcefulness (Deakins, & Freel, 2009). They use innovation to create something new or creativity to improve existing products and services (Johnson, 2005). The term entrepreneurship now includes specific attitude and thinking which yields entrepreneurial outcome in the area of social, political and knowledge entrepreneurship.

Paul Reynolds indicated that, about half of all working men in the United States have one or more years of self-employment. One in four may have involved in self-employment for six

or more years. Most US workers make contributions in the new business establishment (Reynolds, 2007).

Actions of entrepreneurs are dependent on the kind of business venture. Entrepreneurship varies in scale and sector. It can be a sole proprietor business or a large firm. Most significant entrepreneurial ventures seek venture capital to finance their business (Van Osnabrugge, & Robinson, 2000). There are a number of organizations that give support to would-be entrepreneurs. This includes government agencies with a particular area of interest, non-governmental organizations and business incubators. Computer entrepreneurship is, therefore, a venture that will need support from private and public quarters.

The term computer entrepreneur is used to indicate small-scale business ventures that mainly uses computer and accessories (printers, scanners, photocopiers, etc) which may or may not be connected to the internet for the purpose of business transactions under existing laws and regulations in their area of operations. An entrepreneur is a loanword from the French language (Sobel, 2008). The term Entrepreneurship is today referred to qualities of leadership, initiative, and innovation in the new area of business opportunity. Robert Reich has called team-building, governance, and supervision ability necessary assets for the entrepreneur (Crainer & Dearlove, 2000).

The unemployment rate in Ghana declined from 5.96% in 2010 to 5.20% in 2013. This averaged 8.82% between 2001 and 2013, attaining a record high of 12.90% in 2005 and an all-time low of 5.20% in 2013 (Ghana Statistical Service, 2016). Table 1.2 presents some employment and wage indicators for Ghana for the years 2014 and 2015.

Table 1.2: Employment and wage indicators

Indicators	2014	2015	Highest	Lowest
Unemployment Rate %	5.2	5.96	12.90	5.20
Job Vacancies	1577.0	1842.0	6547.0	0.00
Population (Million)	26.44	25.90	26.44	6.65
Family Living Wage (Ghc/Month)	2050.00	2050.00	2050.00	2050.00
Individual Living Wage(Ghc/Month)	817.00	817.00	817.00	817.00
High Skilled Wage (Ghc/Month)	1620.00	1030.00	1620.00	980.00
Low Skilled Wage (Ghc/Month)	407.00	420.00	420.00	407.00

Source: Ghana Statistical Service, 2016

In Ghana, in the face of a growing population and high unemployment rate coupled with high cost of living as shown in Table 1.2, it's imperative for people to engage in one economic activity or the other. Entrepreneurship is an economic activity that has the potential to drive economic growth in an economy such as that of Ghana. Therefore for a computer entrepreneur to succeed in Ghana, he needs strong will, tenacity, focus, business acumen and entrepreneurial skills.

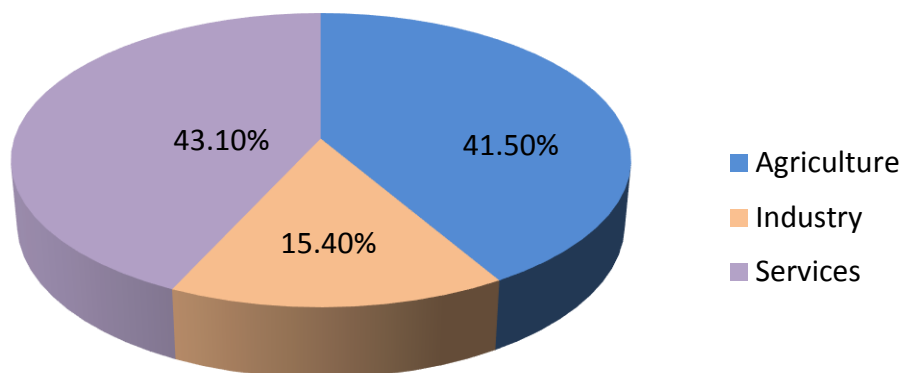
1.1 STATEMENT OF THE PROBLEM

Entrepreneurship describes a specific approach to business growth and control, which includes innovative product or service, an innovative production procedure, and creative marketing skills, or an overall approach to business. Entrepreneurship is the procedure of planning, initiation, and organizing a new business such as a startup company which offers a product, procedure or service (Korunka, Frank, Lueger, & Mugler, 2003).

The various sectors of the Ghanaian economy show great potential for individuals to develop entrepreneurial activity. Figure 1.1 provides the percentage of employment by different sectors of the Ghanaian economy. Presently, the most entrepreneurial activity has been in the

service sector but the agricultural and industrial sectors also provide great opportunities to be harnessed.

Figure 1.1: Employment by sector (2010)



Source: World Bank, 2010

Ghana has a deficit in employment, with many graduates and non-graduates roaming the street of Accra in search of jobs. When such unemployed graduates and non-graduates are empowered with the skills of computer entrepreneurship, it will be a major breakthrough in solving the many problems associated with a teeming population of unemployed. In addition, those who are employed but want to have an extra income will have the capabilities, zeal, and the acumen to initiate, nurture, and transform an idea into a business venture for profit.

The question, therefore, is: To what extent do computer entrepreneurship impact on employment in Ghana?

1.2 PURPOSE OF THE STUDY

The key purpose of this study was to find out the extent to which computer entrepreneurship impacts on employment. Specifically, the objectives of the study are to:

1. Examine the extent to which computer entrepreneurship has produced small-scale businesses in Ghana
2. Examine the benefits of computer entrepreneurship to the Ghanaian economy.
3. Examine the barriers to computer entrepreneurship in Ghana.

On the account of the above objectives, the study aimed at making recommendations for consideration by policymakers to promote computer entrepreneurship in Ghana.

1.3 RESEARCH QUESTIONS

In order to find answers to the problem, the following research questions are formulated:

1. To what extent has computer entrepreneurship produced small-scale businesses in Ghana?
2. What are the benefits of computer entrepreneurship to the Ghanaian Economy?
3. What are the barriers to computer entrepreneurship in Ghana?

1.4 SIGNIFICANCE OF THE STUDY

The outcome of the study may serve as a good basis for determining the impact of computer entrepreneurship on employment, and whether the findings would benefit the other regions in Ghana as a whole.

Again, the outcome of the study would also help unearth the competencies, benefits, challenges/barriers that computer entrepreneurs require for business success. These required competencies if lacking would then be a useful tool in organizing workshops, seminars, in-

service training, and conferences for the computer entrepreneurs as and when the need arises to equip them and put them on a better footing for business success.

Also, the study would look at various strategies to remove the barriers that may not promote successful computer entrepreneurship.

Finally, the outcome of the study may serve as a resource material for students and researchers who may undertake similar studies in future.

1.5 DELIMITATION

The problem of entrepreneurship is a broad one. However, this study is being confined to the impact of computer entrepreneurship on employment in selected communities of the Greater Accra Region of Ghana. The study will specifically sample the views, perceptions and experiences of computer entrepreneurs and how these views, perception and experiences affect their businesses in particular and its impact on employment.

1.6 LIMITATION

The study on computer entrepreneurship in selected communities in the Greater Accra Region of Ghana should have been broadened to cover all the communities in the region. However, financial difficulties and time constraints made it impossible leading to the use of a small sample size compared to the actual number of computer entrepreneurs in the Greater Accra Region. This is likely to have effects on generalization. Also, the use of questionnaires limited respondents in their responses. A number of questionnaires were also not returned to the researcher to know the views of all the respondents sampled

1.7 ORGANIZATION OF THE STUDY

The remaining chapters of the dissertation are organized as follows: Chapter two is concerned with a review of related and relevant literature. Both theoretical and empirical review of the literature has been undertaken. The literature review discusses the various forms of

entrepreneurship which provides a basis for forming the concept of computer entrepreneurship which is the focus of this study.

Chapter three delves into the methodology for this research work. It focuses on the research design, population, sample size and sampling technique, research instrument, data collection and data analyses procedures. It also discusses the various districts from which localities were selected from the study. Chapter four deals with the results and discussion of the data collected and analyzed. The Chapter five deals with summary, conclusion and policy recommendations.

CHAPTER TWO REVIEW OF LITERATURE

2.0 INTRODUCTION

The initial effort by economists to learn about the term entrepreneurship in detail included viewing the entrepreneur as someone who is daring and purposely assigns resources to create opportunities in order to get the best economic gain (Landstrom, 2007). The entrepreneur is someone who will face the odds and pursue his dreams no matter what it will cost him. Cantillon stressed the preparedness of the entrepreneur to face and overcome challenges. Thus, he draws attention to the function of the entrepreneur and distinguishes with precision the entrepreneur function and that of the owner who provides the money (Cantillon, 1755). The entrepreneur is someone who is involved in the day to day running of the business. That is, the business runs on his ideas. He assumes full responsibilities of the failure or success of the business. He does not give up until he sees his business succeed. When one plan fails, he puts in place another plan. He perseveres until he finally wins. Alfred Marshall defined the entrepreneur as a multi-tasking industrialist (Marshall, & Guillebaud, 1961). The entrepreneur is endowed with several skills that enable him to succeed in his business. When he lacks the skill, he learns it or searches for the one who has that skill and then partners the person so as to be able to make use of that special skill. He acknowledges the unique skills of others and gives appropriate reward to the skills that he uses for his business success. In view of the above, the following major areas will be reviewed or discussed:

- Entrepreneurship
- Forms of Entrepreneurship
- Computer Entrepreneurship
- Entrepreneurship and employment
- Entrepreneurship and Innovation
- Entrepreneurship and Competition
- Policy frameworks for Computer Entrepreneurship
- Barriers related to Computer Entrepreneurship

2.1 THEORETICAL FOUNDATION

The study of entrepreneurship dates back to earlier work in the late 17th and early 18th centuries of Richard Cantillon and Adam Smith, which was the basis to classical economics. Entrepreneurship is an old skill that has been used throughout the ages. Humankind has used it in several ways to get us where we are at the present. The word entrepreneurship might not have been used specifically, but the idea and skill of entrepreneurship is evident in all walks of human endeavors. Currently, entrepreneurship is studied in many disciplines including management. In the 20th century, entrepreneurship was considered by Joseph Schumpeter in the 1930s and some other Austrian economists.

The study of entrepreneurship is essential in our present world. The technological age has provided mankind with various degree of challenges and opportunities. There is no doubt that the skills of entrepreneurship is needed now than ever. No one can afford to ignore the vital role of entrepreneurship in the lives of individuals and nations. It can be said that, we rise and fall with entrepreneurship. Individuals who have succeeded and made significant impact in this life have done so through the use of entrepreneurial skills.

Nations who have succeeded and continue to succeed are using entrepreneurship to their best advantage. Nations like the United States of America, Japan, Germany and China have entrepreneurship as the heartbeat of the nation. Entrepreneurs are able to see opportunities where others do not see. They are able to persevere where others give up. They are able to succeed where others fail. They can make money where others lose money. They create wealth from situations and conditions that others may not consider worthy of attention.

Entrepreneurs have unique talents and skills which pushes them beyond the limit to make them succeed. They do not give up until they win. They do not take failure at face value. When they failure, they learn from their failure, put new plans in motion and set sail once again. They do not give up easily. They have a passion for what they do. They are willing to give up all that they have in order to achieve their dream. They are not satisfied with mediocrity and self pity.

They are achievers and always on the move to make their dreams a reality. They do not let situations or temporary set backs to stop them from achieving their goals. They are those who look at the bright side of life and will always say the cup is half full than saying the cup is half empty. They are those who pushes themselves and others around them to their limits. They are able to attain their full potential by making judicious use of available resources to the fullest. They set clear goals and define the steps to enable them achieve those goals. They are planners. They take time and effort to plan for their success.

Schumpeter sees the entrepreneur as someone who is prepared and able to change a new idea or discovery into a successful enterprise (Schumpeter, 1934). Entrepreneurs do not stop at the discovery of good ideas. They go on to see how those ideas can be used to create wealth. They look at how ideas can be transformed to the benefit of society. They go beyond the ordinary. They stretch beyond just good ideas to practical and beneficial activities. They think beyond the box that school and society sets. They look around them and see what to be done and then set plans in motion to get them done with monetary rewards. They are calculated risk takers who will not stop at the first sign of failure. They go beyond the ordinary to make extraordinary impact in their chosen field of endeavor. They are not easily stopped by prevailing circumstances to give up their dreams.

Entrepreneurship uses what Schumpeter refers to as imaginative damage to change. Creativity is greatly accountable for continuous economic success (Schumpeter, 2013). Entrepreneurs are thinkers. They think through their plans. They continuously refine their plans as they move along and are not tired of making new plans when old ones fail or do not work as it is supposed to work. They work hard at their plans and give ample time to thinking through the various processes and actions needed to be taken in order for success to be realized. They are not lazy thinkers. They make use of all available resources at their disposal to make correct judgement of a situation and actions. Once they have done enough thinking, they step in to action and will not let anything stop them until they have achieved their objectives. They are thinkers who add actions to their ideas.

The idea that entrepreneurship is responsible for economic progress is in the area of growth theory which is still being discussed. The perception of entrepreneurship is varied. It cannot be put in a box since entrepreneurship itself shows up in various forms and sectors. It is involved in a wide area of human activities and therefore cannot be subjective. For Schumpeter, entrepreneurship leads to new businesses and new arrangements of currently prevailing ideas. The manufacturing of car was transformational but did not require the creation of a totally new know-how. It did not instantly change the horse-drawn carriage, but progressively, an innovation made it cheap and gradually gave birth to a modern auto industry.

Schumpeter suggests that the risk is on the owner and not the entrepreneur. Schumpeter believed that there is nothing like perfect equilibrium (Schumpeter, 1934) and proved that the ever changing conditions regularly offers innovative ideas about the ideal distribution of wealth to improve productivity .There are people who are innovative and add an extra skill to gain monetary rewards (Schumpeter, 1934).

The entrepreneur sees a need in society and set up plans to meet those needs with monetary rewards. The goal of an entrepreneur is to make life better and easier. Entrepreneurs use available resources and also create the resources needed to be able to offer new products in a better and more convenient ways. They are the engine of societal growth, progress and development. The actions of entrepreneurs are geared towards making society better than they came to meet.

Entrepreneurs continually create and innovate to the benefit of society. They are the soul of society's progress and development. They think for society and gain monetary rewards. They do not stop at an idea until they have put it in to action and have succeeded and reaped its benefits. They are courageous with their ideas and do not give up easily. They create the enabling environment to make their ideas succeed. They are able to pull resources together in the right quantity and quality to make the intended impact

2.2 ENTREPRENEURSHIP

An entrepreneur is a person who manages or controls a business venture (Dyer, & Handler, 1994). The entrepreneur gives direction to the business venture. He takes day to day decisions of the business. He sets the goals for the business and the various steps needed to be taken for the sets goals of the business to be achieved. He evaluates various aspects of the business concerns and make sure they are in line for success to be achieved. They are achievers and will not stop until their aims and objectives have been realised. They set the standards and as to how those standards need to be achieved.

Cantillon used the term in another way. Anthony Breer viewed the entrepreneur as one who is able to take the risk while Say saw the entrepreneur as a planner. An entrepreneur is a calculated risk-taker and a careful organizer (Schabas, 2014).

Entrepreneurs plan every detail of the life of the business. They take into considerations the cost and benefits of their actions and determine whether an action need to be taken or not. They are able to put monetary value on every aspect of the business. They provide solutions to business problems and obtain reasonable monetary reward for their efforts. They work hard at their goals and persist to make sure the goals are achieved. They enjoy their work for their work is their passion.

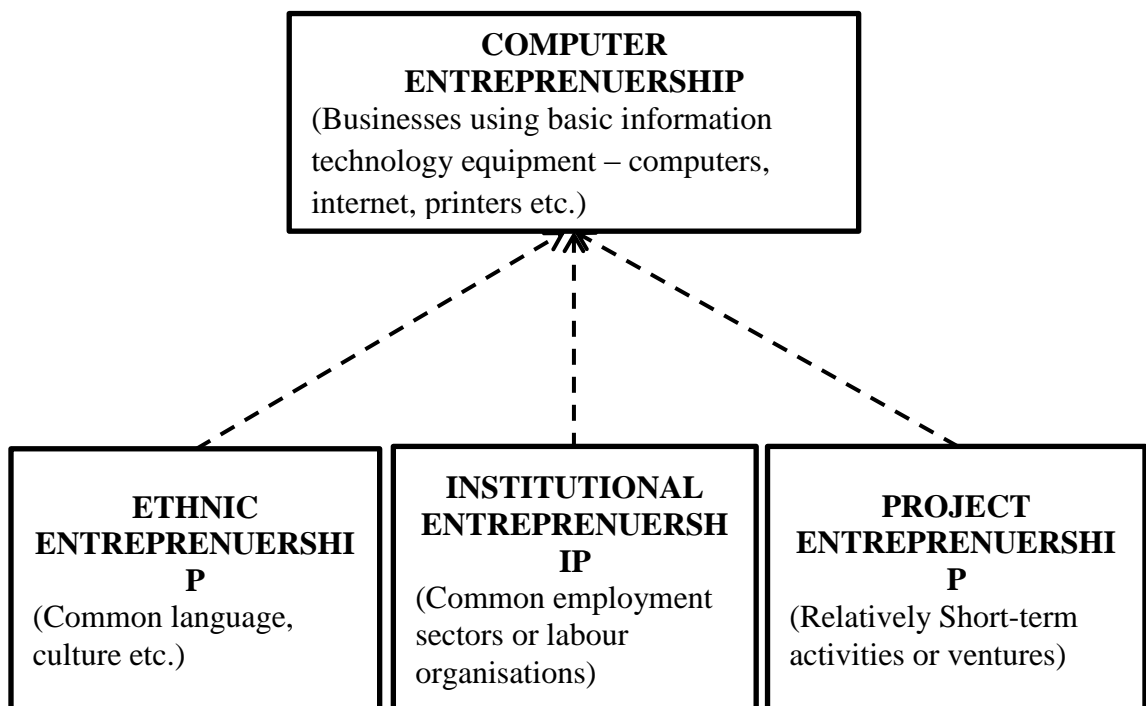
Decisions are made by making choices about attaining and putting to use the available means while subsequently accepting the responsibility of creativity (Halloran, 2014). The initial appearance of the term was in the dictionary with the title "Dictionnaire Universel de Commerce". (Navale, 2013). Successful entrepreneurs have the skill to manage an enterprise in a creative and expectant way and to adjust to changing situations and comprehend their own strengths and flaws (Davenport & Prusak, 1998). The entrepreneurs can anticipate situations correctly. They are able to determine what the situation is now and what the future may bring forth. They are able to use various means to be able to make right predictions. They are able to do that through years of practice, observations experience and sheer talents and skills. They also put themselves into practical training and learning the underlining factors affecting their area of business

Entrepreneurs should have foresight and perseverance in order to be prepared to take up the challenge of trying something new and different. The entrepreneur must be ready, focused, be ingenious and confident in order to weather the storm of entrepreneurial life. Entrepreneurship is, therefore, the process of employing available resources into a business venture that yields profit for the owners.

2.3 FORMS OF ENTREPRENEURSHIP

The various forms of entrepreneurship that was discussed in this section formed a basis for framing the concept of computer entrepreneurship which is the focus of this study. Figure 2.1 provides a pictorial overview of the process involved in developing the concept of computer entrepreneurship.

Figure 2.1: Developing Concept of Computer Entrepreneurship



Source: Author, 2016

2.3.1 Ethnic Entrepreneurship

The term ethnic entrepreneurship is a self- starter who owns a business and identifies with a racial or ethnic minority group. Academic research delves into the skills and strategies of ethnic entrepreneurs as they make effort to participate economically in society. Classic cases include Jewish merchants and tradespeople in large U.S. cities in the 19th and early 20th centuries as well as Chinese and Japanese small business owners (restaurants, farmers, shop clerks) on the West Coast (Zenner, 1991). There are various reasons that give rise to ethnic entrepreneurship. They understand themselves better and they draw strength from each other. They sometimes have strong ties which make them to stay together and offer each other support when the need arises. They are able to go beyond the giving of financial support to emotional and other intangible support needed to succeed in the business world. Those who have succeeded are able to help and draw along start-ups and those who are new to the business world. They are united by common language and common believe system. There are studies on- going about Cubans who have businesses in Miami, and Chinese business owners in Chinatowns in different states in the United States. These are clusters or group of people with the goal of achieving business success through support for each other in a foreign land.

Entrepreneurship tends to offer these ethnic groups many opportunities for economic advancement, income generating opportunities, and business ownership. Business opportunities in the United States remain unevenly distributed along racial and ethnic lines. Despite many achievements by Asian entrepreneurs, existing statistical analysis of U.S. census data indicates that whites have a better chance of succeeding than Asians, African-Americans, and Latinos in highly profitable businesses (Chaudhary, 2015). The ability to succeed in business is hinged on varied factors. The experiences and aspirations of the individual have a key role to play in his success. The support and opportunities one gets also shows how fast and wide the success can be. This is evident in the success stories of various ethnic groups in the United States

In Ghana, there is evidence of some ethnic groups to be engaged in entrepreneurial activities than others. The Kwahu's of Ghana are noted to be more entrepreneurial in nature.

2.3.2 Institutional Entrepreneur

The purpose of entrepreneurship is to bring together and organize resources in new ways that changes the otherwise fixed nature of the market (Schumpeter, 1934). Entrepreneurs do not always follow and accept the status-quo. They continually push the boundaries of endeavours and stretch it to the limits. They are able to challenge institutions to work better and set new and better standards. Their activities help create institutions. Entrepreneurs create. Creation is a particular tool of entrepreneurship. It is the act of providing resources with the ability to create wealth. Innovation produces the means (Stevenson & Jarillo, 2007). Opportunities are gained from the entrepreneur's assessment of the surplus in present resources (Ulibarri, & Wellman, 1997). The entrepreneur is the one who rearranges available resource in a way that creates opportunities for wealth creation for the benefit of society and the entrepreneur. Creativity enables the entrepreneur to rearrange existing resources in a manner that makes its use more relevant, convenient and beneficial. The entrepreneur is also able to create something new from the scratch. He bring in to existence something that was originally not there which brings solution to an existing problem

Entrepreneurship is the practice of obtaining, gathering, and organizing resources for lasting gain (Chadwick, & Dabu, 2009).The Entrepreneur wish is to have continuous flow of benefit as he continue to solve societal problems. The efforts he put in to arranging and managing resources should be beneficial to society and himself. Entrepreneurship is the unearthing of new combinations of resources under uncertain conditions that produce entrepreneurial with a reward for taking the needed risk (McGrath, & MacMillan, 2000). There is always risk involved in decision making. The entrepreneur is not afraid to take the needed risk in order to attain his goal. He does not always start when everything is right. He may not have all the necessary resources readily available but will start with what he has and gradually obtain the other resources needed. They use creativity and innovation a lot in their match to achieving the intended goals. An entrepreneur produces and controls a business while an innovating entrepreneur converts inventions and ideas into economically profitable business (Kirchhoff, 1994). The entrepreneur does not do things as 'usual'. He adds creativity to existing resources to make it better and solve problems easily, timely and conveniently. He uses innovation to bring out new resources needed to solve challenges in a manner best for the user of such

innovative resource. Entrepreneurship is the method by which an individual or group recognizes a business prospect and obtain the needed means required for its use without being instantly restricted by the problem they are faced with.

The utilization of entrepreneurial prospects may include actions such as having a business plan, employing the human resources, securing financial and other required resources, providing leadership, and being liable for the project's realization or failure (Arthur & Hisrich, 2011). The entrepreneur is responsible for the success and failure of the business venture. He sets the path for the business to move on. Everything concerning the business venture starts and ends with him. He decides the tools and resources he needs to be able to produce the required results. Entrepreneurs may attempt to start from a company from his own resources rather than getting capital from other sources seeking external stakeholders. Some very successful businesses such as facebook and Dell computers started from their own resources .

Paul DiMaggio states that, innovative organizations arise when people who are organized with sufficient resources (institutional entrepreneurs) identify in themselves values that they really cherish (Zucker, 1988). This idea has been widely applied (Levy, & Scully, 2007). In Ghana, there are institutions such as the Ghana Education Service that pool resources of their members together to set up business ventures for profit for their members.

2.3.3 Project Entrepreneurship

Project entrepreneurs are people who are involved in the continual assembly of short-term organizations (Ferriani, Cattani, & Baden-Fuller, 2009). Entrepreneurs are involved in daily activities of the business. They have invested interest in every area of the organization. They make sure that every aspect of the business work according to plan These are establishments that have short life-span and a single task and discontinues very quickly when the venture finishes. Businesses which are project-based include music projects, movie projects, and software projects, projects for television and construction projects (Faulkner & Anderson, 1987). These are businesses set up to solve a particular problem. Once the problem is solved, the project comes to an end. The entrepreneur gathers resources specifically to solve a problem through the implementation of the project. They are open repeatedly to risks and

challenges associated with the entrepreneurial process (DeFillippi & Spring, 1996). Project-entrepreneurs have the challenge of discovering the right occasion to set-off the project and drawing together the most suitable group to achieve that opportunity excellently.

Ghana has great potential in the area of project entrepreneurship since the economy at the moment is more favorable to projects and businesses that do have short life-span and are undertaken for a single purpose and a particular goal. In a season of national elections, there are projects that come up just for the purpose of elections. Periods of out-break of diseases such as cholera, Aids, Ebola etc., caused specific projects to be set up to combat those threats. The period of Ghana's qualification and participation in the world football competition also saw a number of projects being undertaken purposely for that purpose, which was folded up after the world cup.

2.4 COMPUTER ENTREPRENEURSHIP

A computer entrepreneur is a person who uses a computer and its accessories for a commercial undertaking. He combines the factors of production with the required resources required to create business avenues. Hence he manages and has oversight of the future direction of the business venture.

Computer entrepreneurship is supposed to function within an entrepreneurship environment such as individuals, organizations or institutions. The finest entrepreneurship environment can be found in the best entrepreneurship centers such as Silicon Valley. The computer entrepreneur should be tailored to its own distinctive environment and should not be a mere copy-cat. It should be made to function in an atmosphere with reduced administrative impediments in which government policies and actions supports the distinct needs of the computer entrepreneurs and to provide them with help even when they should be unsuccessful in their business ventures. They should be able to attract sponsors to partake in the new business.

The computer entrepreneur should make an effort to be able to be free from failure and able to if need be to alter the socio-cultural perceptions about operating a business. The successes of the computer entrepreneur may create an opportunity to attract new businesses into the sector. A computer entrepreneur should be willing and able to take risks in order to obtain the expected outcome. He should be able to squarely face the threats and challenges that come with setting up a business venture. He must think differently and positively to be able to make an impact in this fast and rapidly changing global world. His dream and motivation must be strong enough to weather the storm and thrive. In Ghana, computer entrepreneurs are mainly in the area of providing computer services. There is the likelihood that sooner than later there will be more computer entrepreneurs in the area of software development and other computer related business solutions.

2.5 ENTREPRENEURSHIP AND EMPLOYMENT

Entrepreneurs can bring about employment growth by creating new jobs when they make a market entry. Shane and Venkataraman studied people who respond to opportunities and the relationship between individuals and opportunities (Shane & Venkataraman, 2000). They are people who naturally can see opportunities far-off. Their natural instincts makes them able to identify opportunities in its various shapes, color and size. There are others who also learnt or trained themselves to be able to identify various forms of opportunities. The entrepreneur is the one who has the natural ability and the training and skills to identify opportunities Reynolds also argues that people's pursuance of entrepreneurship are motivated by need or opportunity. That is, people get involved in entrepreneurship largely because of survival needs, or recognizing business prospects that they are interested in (Reynolds, Hay, & Camp, 1999). The main reason for entrepreneurship is need rather than opportunity (Xavier-Oliveira, E., Laplume & Pathak, 2015). It is said that, necessity is the mother of all creation and hence, need pushes people to look for solutions. It is need that makes one to think about possible solutions and this kicks in creativity and innovation. Entrepreneurs do not sit down and complain about problems. They set their hearts and minds on possible solutions and the ultimate monetary reward

People use inborn capabilities in forming business ventures (Strauss & Corbin, 1990). Society sometimes have the belief of knowing the thoughts of others (Lerner, 1980). It is evident that the Mass media has enormous influence on the thoughts and choices of people (James, Burkhardt, Bowers & Skrupskelis, 1979).

Entrepreneurs are not that exceptional and that it is rather a wrong perception of non-entrepreneurs that makes them look unique and different from the rest of society (Ramoglou, 2013). There are different kinds of entrepreneurs involved in different endeavours of humankind. Fauchart and Gruber categorized entrepreneurs into Darwinians, Communitarians, and Missionaries entrepreneurs. The entrepreneurs are categorized by their belief, motivation, and type of business venture (Fauchart, & Gruber, 2011). There is the perception that the non-moral approach to piracy acts as a basis of motivation for entrepreneurship education (Clay & Phillips, 2015) and also for research in to entrepreneurship and business models (Roth, 2014).

Edward Lazear revealed in a study (Lazear, & Oyer, 2007) that difference in education and work capability was the most major quality that differentiated entrepreneurs from those who are not entrepreneurs (Kirzner, 2015). In another study, a varied social network was also important in differentiating those who eventually become entrepreneurs (Vogel, 2006). Studies indicate that there is no difference in psychological trends between male and female entrepreneurs. Empirical studies suggest that female entrepreneurs are very strong in negotiation and cooperation (Kuada, 2009)

According to Jesper Sørensen, workplace colleagues and social grouping have significant influences on the choice to become an entrepreneur. He discovered a correlation between an individual working with an entrepreneur and how that individual goes on to become an entrepreneur. How a society is organized can have positive or negative effect on people wanting to become entrepreneurs or not (Nanda, & Sørensen, 2010).The structures put in place by society can make or unmake an entrepreneur. There are conditions that are favourable to the grooming of entrepreneurs. There are also conditions that do not encourage people to take up entrepreneurship. There are societies that give help to people who are

engaged in entrepreneurship and therefore do not overly fear of failure as there are structures in place to help them back on their feet..

Ghana's economy can be put on the right economic footing if entrepreneurship is encouraged and supported so as to thrive in this competitive market world. Entrepreneurial activity should be sustained as it will provide an avenue for so as to be an avenue for sustained employment and means of livelihood. When the Ghanaian is adequately empowered to face challenges with the right attitude in the business world then we are on our way as a nation of producing successful entrepreneurs. Table 1.3 provides the percentage of employment among young people in Ghana.

Table 1.3: Youth Unemployment in Ghana

Indicators	Urban-Accra	Rural
Male (%)	29.4	8.1
Female (%)	31.7	14.8

Source: Ghana Statistical Service, 1999

This record is rather low taking into consideration the fact that Ghana has a youthful population. Developing entrepreneurship among the youth will be a means to increase youth employment.

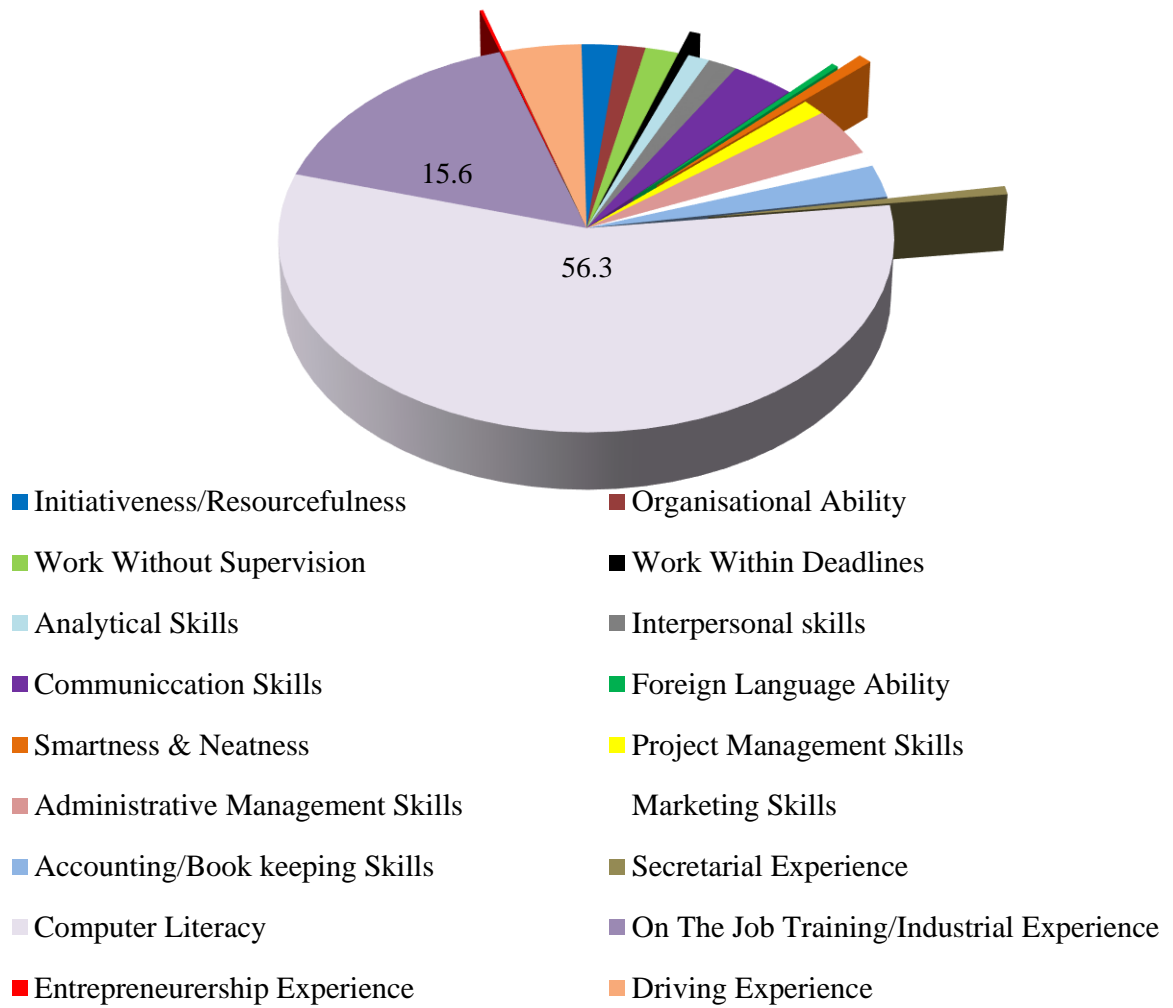
2.6 ENTREPRENEURSHIP AND INNOVATION

The entrepreneur is a visionary and an originator of new concepts of business methodologies. The skills of management and team building competencies are essential qualities for the success of an entrepreneur (Ward, 2011). Robert Reich sees leadership, management ability, and team-building to be essential qualities of an entrepreneur (Bass & Stogdill, 1990). The entrepreneur needs to give direction to the business. He needs the skills of management and leadership to be able to bring the needed resources (both human and natural) in order to gain the desired output

Frank Knight (Knight, 2012) and Peter Drucker defined entrepreneurship in relation to exploration (Drucker, P. 2014) Csikszentmihalyi acknowledged that children achieve flow through Montessori's prepared environment (Csikszentmihalyi, 2014). This implies that quality and type of early education may influence entrepreneurial capability (Michelacci, 2003).The foundation determines the kind of building it can hold. This is true for entrepreneurship. The exposure that that one has during the formative years can go a long way to determine the person's entrepreneurial abilities and capabilities. The entrepreneurs' ability to innovate largely depend on the abilities and capabilities of the individual (Lloyd, 2008). The value of entrepreneurship is greatly impacted by the strength of the foundation, level of diligence, their persistence, rate of progress, and willingness to improve

Figure 2.2 shows the major skill requirement for employment in Ghana. From the chart, it is evident that computer literacy is the most demanded skill by employees in Ghana. Computer literacy is therefore very important for businesses in Ghana.

Figure 2.2: Skills requirement for jobs in Ghana



Source: Ghana Statistical service, 2007

2.7 ENTREPRENEURSHIP AND COMPETITION

Entrepreneurs strengthen competition for established businesses by creating new ones. The benefit of reduced prices and increased diversity of goods goes to consumers (Shane, 2008). Market elasticity that measures the correlation between new firms and existing ones have been developed by researchers (Dana, 2010). Variation of positions of existing firms by personnel shows a transfer of market share and greater market elasticity (Duening., Hisrich, & Lechter, 2009).

The entering and departure of firms have been shown to have a total result on output (Arthur & Hisrich, 2011). Entrepreneurs who are not able to handle challenges are more likely to leave the market (Leitão & Baptista, 2009). The correlation between risk tolerance and the probability of entrepreneurial success is U-shaped (Burns, 2010). Businesses should be able to stand changes in the market environment by making both internal and external modifications needed to thrive. The successful entrepreneur must have ingenuity, patience, persistence, open-mindedness and intrinsic motivation.

2.8 POLICY FRAMEWORKS FOR COMPUTER ENTREPRENEURSHIP

Generally, the regulatory challenges to starting a business, such as the need to buy authorizations or permits and other entry obstacles, may discourage entrepreneurship. (Lundstrom, & Stevenson, 2006). The Ghanaian economy must attract people who have the passion, zeal, enthusiasm, willingness, capabilities and capacity to venture into the uncertain world of entrepreneurship.

Institutions mandated with powers and authorities to oversee the smooth running of businesses in the country must be up and doing, and must be seen to be cracking the whip when people break the law and parting their shoulders when they are doing what is required of them. This will help boost the morale of those engaged in entrepreneurial activities and encourage new ones to join and hence create the conducive environment for entrepreneurs to thrive and work in a healthy economy.

2.9 BARRIERS RELATED TO COMPUTER ENTREPRENEURSHIP

The authorization to work as an entrepreneur is an evidence of competence (Fossen & Rostam-Afschar, 2013). Corruption can result from overregulation, with direct adverse effects on innovative activities (Soete, 2006). Liquidity is a major drawback to entrepreneurship (Evans & Jovanovic, 1989).

In Ghana, such barriers can be overcome by creating plans for entrepreneurs to survive, as well as develop. The entrepreneur must have the capacity and capabilities to be able to find the needed resources including the human resources to work with to achieve set goals and targets. The entrepreneur must be able to recognize and take advantage of business opportunities. He must have good organizational and managerial skills to be able to steer the wheel of business through the bumpy road to success.

The successful entrepreneur is able to recognize opportunities missed by others and make the best out of those opportunities for a lasting success. Computer entrepreneurship can be capital intensive but creativity and innovation on the part of the entrepreneur are what will make him succeed. Entrepreneurs can grow by pooling resources together or team with other entrepreneurs with similar goals and aspirations. Entrepreneurs can also learn from the success story of other successful entrepreneurs in their field of operations. Entrepreneurship requires time, talent and resources.

The entrepreneur should have the natural abilities or acquire them where they are lacking to guarantee success. He must put much effort into having a practical business plan that acts as a map on the business journey. There should be enough knowledge and much discipline in financial matters. The marketing and sales of goods and services produced by the entrepreneur must be skillfully and perfectly done since that holds the key to financial success in business ventures. There could be initial setbacks in the entrepreneurial journey but the entrepreneur must be prepared for this and meet it head-on, overcome it and march forward. The entrepreneur should not let a failure stop him/her from achieving his/her aim and objectives.

CHAPTER THREE METHODOLOGY

3.0 INTRODUCTION

The procedures the researcher used in his study is discussed in this chapter. This includes design for the research, population involved, sample size and the sampling techniques used. It also includes instrumentation used, pilot testing, procedure for data collection and procedure for data analysis.

3.1 RESEARCH DESIGN

Action research involves a general idea which needs improvement. Action research helps to improve on an idea, or situation, by identifying the problem and the various steps needed to achieve the desired goals. The steps are then tackled one after the other. The solution to each step leads to the next step which eventually leads to the solution and the improvement in the whole problem (Altrichter, Kemmis, McTaggart, & Zuber-Skerritt, 1991).

Action research combines analysis with reflection, with emphasis on practical issues that have been identified to cause problems but can be solved (Sheldon & Elliot, 1998). The purpose of an action research project is to bring about practical improvement and transformation and better practices of experts (Zuber-Skerritt, 1996). It is also a form of collective self-reflective analysis carried by participants in a social environment with the aim to improve their own social or educational practices. (Altrichter, Kemmis, McTaggart, & Zuber-Skerritt, 1991).

This research, therefore, is to collect data on computer entrepreneurs in selected communities in the greater Accra region of Ghana, analyze it and suggest practical ways by which the present prevailing situation can be improved, innovated, changed and developed to serve the Ghanaian society better.

3.2 POPULATION

The target population of this study was all computer entrepreneurs in the Greater Accra Region of Ghana. However, the accessible population consisted of computer entrepreneurs

in five communities in the Greater Accra Region. The selected communities were five because of the cost involved and proximity of the communities.

3.3 SAMPLE AND SAMPLING TECHNIQUE

The cost of reaching the population was very prohibitive as well as time, resource and money constraint. As a result, a total sample size of 250 computer entrepreneurs in the Greater Accra Region was chosen as shown in table 1.

Table 3.1: Distribution of computer entrepreneurs according to communities

Name of Community	Number of computer entrepreneurs	Sample
Nungua	135	55
Teshie	101	41
La	96	39
Osu	95	39
Asylum –Down	187	76
Total	614	250

Source: Field data, March 2016

The simple random sampling will be used. In the simple random sampling, each member of the population has an identical opportunity of being selected and its probability has no effect on the selection of other members of the population. That is, each selection is entirely different from the rest. The sample has features that are similar to the population (Rothman, Greenland & Lash, 2008). The researcher selected five communities in the greater Accra region with a sample size of 250 computer entrepreneurs as respondents who do have similar subjects with characteristics similar to the population of the entire Region of the Greater Accra region and Ghana as a whole.

3.4 INSTRUMENT

The principal method for data collection was the use of questionnaires. The questionnaire is a widely used and useful instrument for data collection, comparatively straightforward to analyze. Some of the questionnaires were closed-ended while others were open-ended. The open-ended questionnaires will enable the respondents to freely express their views on major issues relevant to the study. Despite the fact that questionnaires do not provide an opportunity to collect additional information through probing, it is known that the use of questionnaires provides a wider coverage and offer greater assurance of anonymity.

The questionnaires were in five sections. Section A has three questions that deal with the background information of the respondents. Section B (Questions 4-9) deals with computer entrepreneurship. Section C (questions 10-13) deals with the benefit derived from computer entrepreneurship. Section D (questions 14-19) deals with the challenges that respondents face in computer entrepreneurship. Question number 19 of section B is an open-ended question. Finally, Section E (20-24) deals with the measure to improve computer entrepreneurship.

3.5 PILOT-TESTING

Prior to the collection of the primary data, the 60 questionnaires were pre-tested with some computer entrepreneurs in Nungua and Teshie. This was done to enable the researcher to ascertain how the respondents understand the questions, accept suggestions for improvements, and fine-tune the instrument where necessary. To ensure that the questionnaires consistently measure what they should measure, the researcher did his best to make the questionnaire items as clear as possible. Moreover, the questionnaires were administered at the most convenient time to the respondent. The afore-mentioned reduced errors of measurements and thus ensured high reliability.

3.6 DATA COLLECTION METHOD

Questionnaires were the main instrument used in collecting the data. The data was collected within 6 weeks in February and March 2016. Permission was sought from authorities concerned together with the day, time and number of respondents required for the research. On the day of the administering of the questionnaire, the respondents were briefed about the importance of answering each question independently and truthfully.

The researcher administered questionnaires to some selected respondents in an atmosphere that guarantee their independence in answering the questions truthfully. After the respondents have finished answering the questions, the researcher collected the questionnaires, thanked them and assured them that whatever opinion they have expressed will be kept confidential. The researcher distributed 250 questionnaires, out of which two hundred and forty-six were returned.

3.7 DATA ANALYSIS

Data collected shall be represented in descriptive and inferential manner. Descriptive statistics involves the use of frequencies and percentages to compute responses. Analysis of data would be done through the use of the Statistical Package for Social Sciences (SPSS) software through which some inferential statistics namely the ANOVA and Chi-square would be used to test the hypothesis.

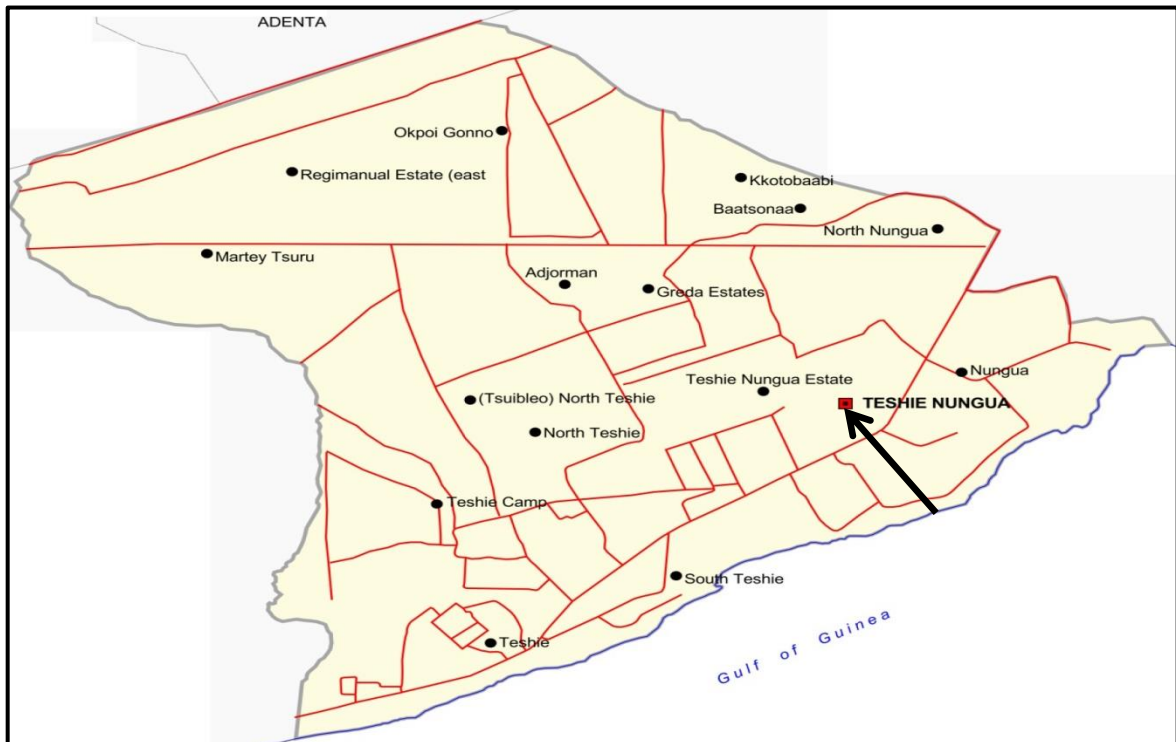
3.8 STUDY AREA

Data for this study was collected from 5 coastal communities within the Greater Accra Region of Ghana. These communities fall within three different districts or metropolitan areas within the region. The metropolitan areas are, moving westwards from the east, the Ledzokuku Krowor Municipal Assembly (2010c), La-Dade Kotopon Municipal area and the Accra Metropolitan Assembly (2010b). Figures 3.1, 3.2 and 3.3 provide a map of these districts with the communities where the data was collected from shown in a black arrow.

The LEKMA municipal Assembly has a total land size of about 47.57510 square kilometers. It's located between Accra the nation's capital and Tema, the second largest city and industrial hub of Ghana. LEKMA is strategic to draw enormous investment for trade and industry owing to the prevalent economic environment in the region. The Municipality is a developing economic epicenter and steadily positioning itself as a significant commercial region for trade, industry and investment.

GSS (2010c) identifies that LEKMA has a youthful population with a total population of 227,932 people which represents 5.7% of the population of the Greater Accra Region. It has a high literacy rate (92.2%) among the population older than 11 years with more than 50% of the population being literate (ability to read and write) in both English and Ghanaian languages. The Teshie and Nungua localities are the communities where the data for this survey was recorded for this locality. Figure 3.1 provides a map of the LEKMA area.

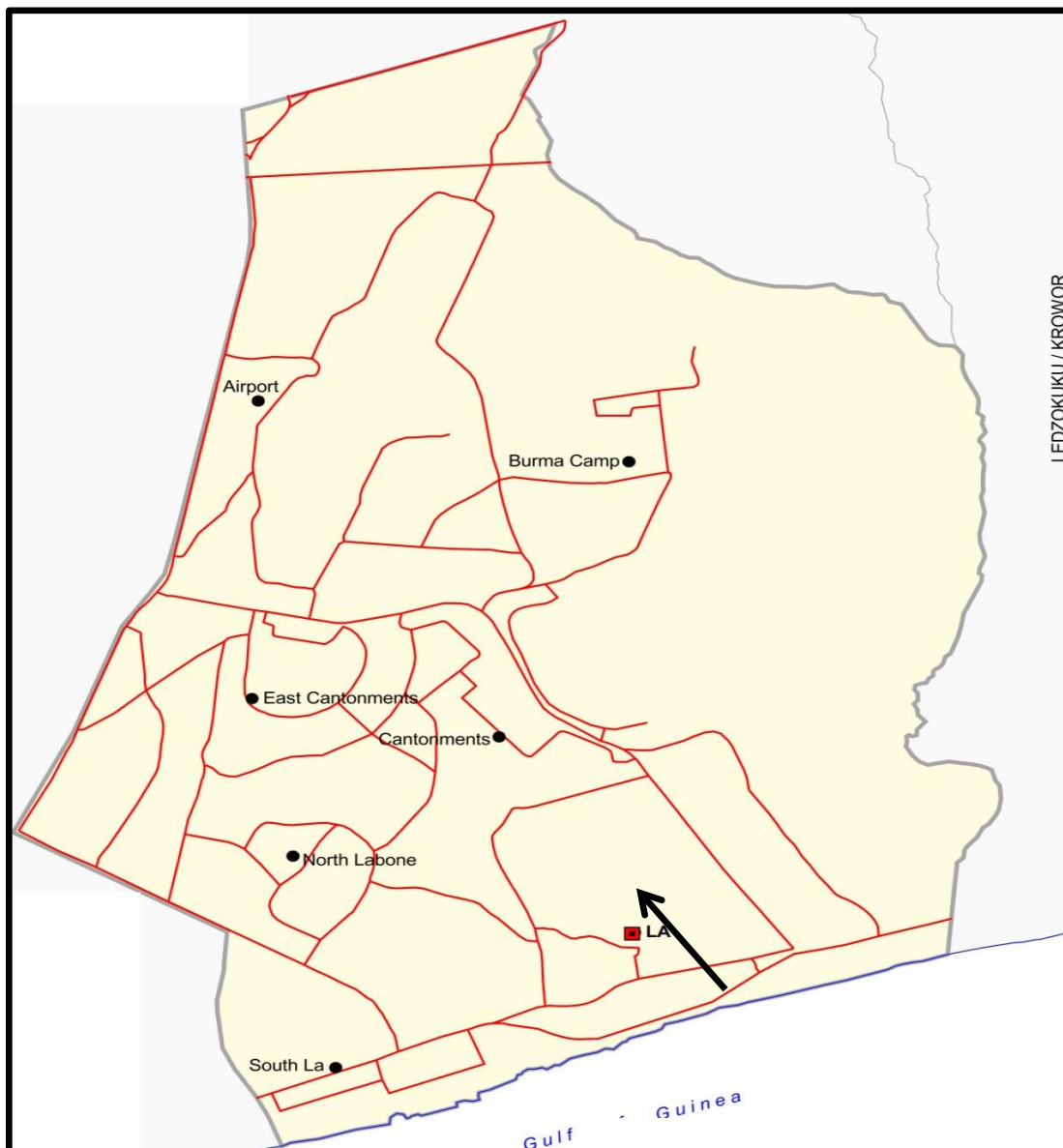
Figure 3.1: Map of LEKMA



Source: GSS (2010c)

The La Dade-Kotopon municipality covers an area of 36.033 square kilometers. It also has a youthful population and a high literacy rate. Figure 3.2 provides a map of the municipality. 94% of the population aged above 11 years was recorded as literate (GSS, 2010d). Thus, the literacy rate in this district was a bit higher than in the LEKMA area. 61% of the population was literate in both a Ghanaian language and English (GSS, 2010d)

Figure 3.2: Map of La Dade-Kotopon Municipality



Source: GSS (2010d)

Out of 70.3% of the population that was economically active, 91.4% was employed while 8.6% was recorded as unemployed. Data for the survey for this municipality was taken from the La locality. The 20-24 year group has the highest population. Nearly 60% of the population of La is self-employed who are mainly into artisanship and food trade. It has a population of about 183,528 which is made up of 52.7% of female and 47.3% male (2010d)

The Accra Metropolitan Assembly (2010b) was the third district where data for the research was taken from. The Asylum Down (close to Adabraka) and Osu localities - shown with the black arrow in Figure 3.3 were the focal communities for data collection from this municipality. Figure 3.3 provides a map of the Accra Metropolitan area.

Figure 3.3: Map of Accra Metropolitan Assembly



Source: GSS (2010b)

GSS (2010b) notes that AMA has a youthful population of 1,665,086 persons which constitutes 42% of the total population of the region. It is entirely urban and encompasses the central business district of the Greater Accra Region. It also has a high literacy rate 89% (population 11 years and above) but this is lower than the literacy rates observed in the other districts under consideration. 70.1% of the population above 15 years is economically active with 52% being literate in both Ghanaian languages and English.

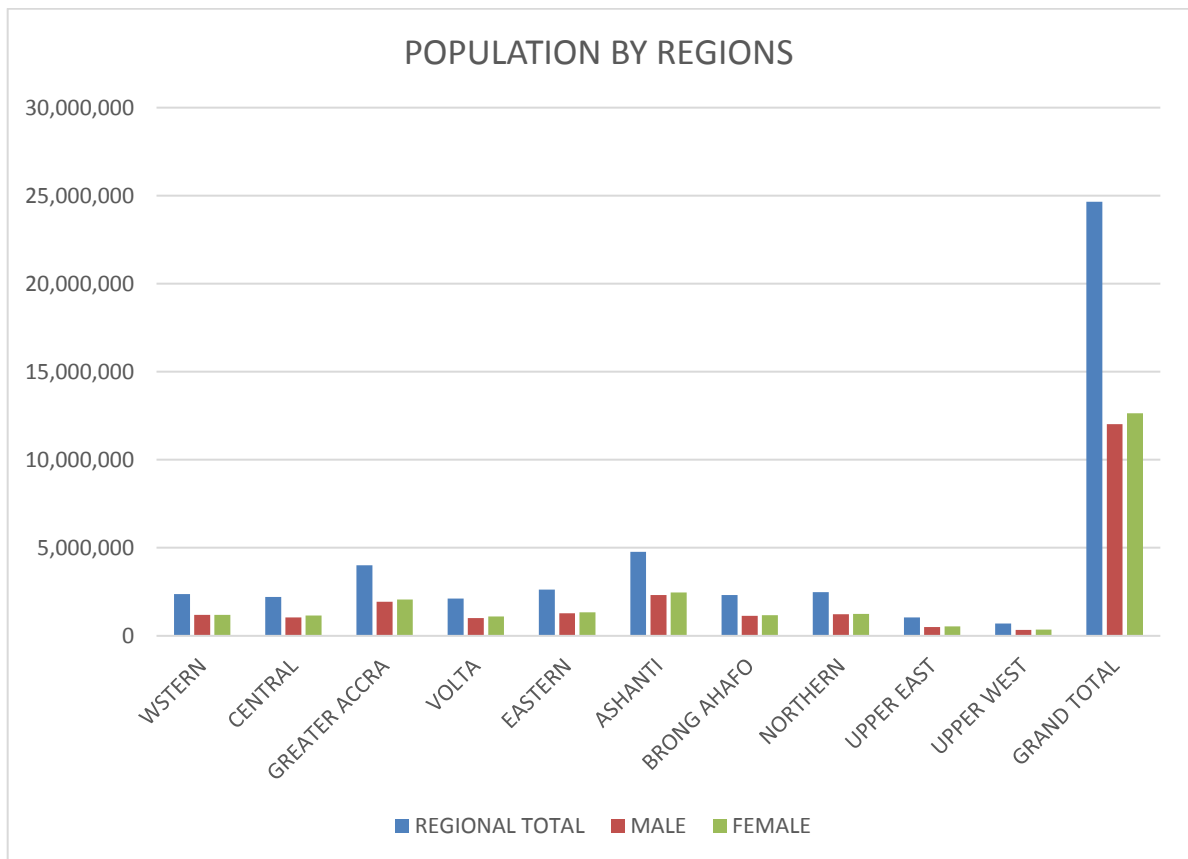
CHAPTER FOUR RESULTS AND DISCUSSION

4.0 INTRODUCTION

This chapter presents the survey data and analysis based on the objectives set for the study and the research questions, which were outlined in chapter one. The researcher focuses attention on the analysis of the research data collected from the field. The analysis is in two parts. The first part is on respondents' background information. The second is to the main research questions. In order to simplify the analysis, the responses from computer entrepreneurs are analyzed using frequencies and percentages. Additionally, tables and figures are added to enhance understanding.

4.0 ANALYSIS OF STUDY COUNTRY

Figure 4.1: Population Distribution by Regions (2010)



Source: Ghana Statistical Service, Census 2010

Table 4.0.1: Population distribution by Regions (2010)

POPULATION/ REGION	REGIONAL TOTAL	MALE	FEMALE
WESTERN	2,376,021	1,187,774	1,188,247
CENTRAL	2,201,863	1,050,112	1,151,751
GREATER ACCRA	4,010,054	1,938,225	2,071,829
VOLTA	2,118,252	1,019,398	1,098,854
EASTERN	2,633,154	1,290,539	1,342,615
ASHANTI	4,780,380	2,316,052	2,464,328
BRONG AHAFO	2,310,983	1,145,271	1,165,712
NORTHERN	2,479,461	1,229,887	1,249,574
UPPER EAST	1,046,545	506,405	540,140
UPPER WEST	702,110	341,182	360,928
GRAND TOTAL	24,658,823	12,024,845	12,633,978

Ghana Statistical Service, Census 2010

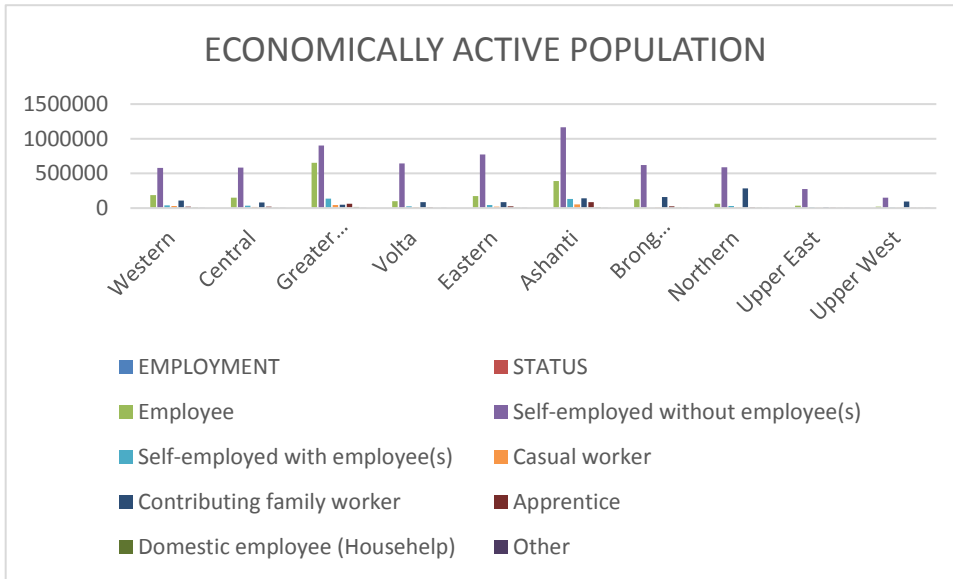
The greater Accra region, the capital of Ghana and the Ashanti region, the second largest city of Ghana tend to have the highest population of the country. This also has effect on employment opportunities and establishment of businesses. The size of working age population may have an effect on the number of entrepreneurs produced.

Table 4.0.2: Economically active population (2010)

REGION/ EMPLOYMENT STATUS	Western	Central	Greater Accra	Volta	Eastern	Ashanti	Brong Ahafo	Northern	Upper East	Upper West
Employee	189,463	150,128	652,787	100,103	172,705	392,345	126,955	64,808	33,438	21,307
Self-employed without employee(s)	580,790	584,395	901,288	643,322	773,470	1,164,697	620,325	587,096	276,621	150,505
Self-employed with employee(s)	41,977	36,523	136,100	25,085	45,792	134,224	0,832	32,774	10,212	5,542
Casual worker	28,759	16,225	43,897	13,203	20,049	51,426	7,466	11,487	4,209	3,366
Contributing family worker	110,308	83,491	49,731	86,711	87,045	140,673	159,977	283,296	11,429	94,274
Apprentice	22,608	21,936	64,595	13,798	26,541	86,271	25,973	11,321	6,073	3,502
Domestic employee (Househelp)	6,295	4,252	15,903	4,934	5,608	10,783	5,586	8,664	3,129	1,416
Other	1,592	1,186	3,676	1,115	1,804	2,775	1,651	2,759	659	449

Source: Ghana Statistical Service, Census 2010

Figure 4.2: Economically Active Population (2010)



Source: Ghana Statistical Service, Census 2010

The economically active population of Ghana is dominated by high self-employment. There is a large segment of self-employment in each region of Ghana. It can be said that the engine of economic life in Ghana is in the area of self-employment. It is therefore vital for the government, policy makers, agencies and individuals who want to make significant impact in Ghana's economy to look at how to give impetus to self-employment. One major area in self-employment is entrepreneurship. Entrepreneurship and for that matter, computer entrepreneurship holds the key to greatly transform the economic fortunes of Ghana if it is given the needed help and push

4.1 ANALYSIS OF RESPONDENTS' BACKGROUND INFORMATION

4.1.1 Name of community

The researcher was interested in the community that respondents were located. The results of Table 4.1 indicate that the highest number of respondents came from the Osu locality. There were 74 respondents, which represents (30.1%) for computer entrepreneurs interviewed.

Table 4.1: Name of Community

School	Number of Respondents	Percentage
Nungua	55	22.4
Teshie	40	16.3
La	38	15.4
Osu	74	30.1
Asylum Down	39	15.9
Total	246	100.0

Source: Field data, March 2016

A likely reason for Osu having the highest number of respondents could be the fact that it has the highest population and hence the highest number of respondents. The community with the least number of respondents (40) was La. This represents 16.3% of the total number of respondents.

4.1.2 Distribution by Age and Years of Business

The age distribution of respondents is shown in Table 4.2. On age distribution, those in the age bracket of 40-59 years are the highest. There were 223 respondents which represents 90.7% of the sample. These are people who have the resources, are fairly energetic and goal-getters.

Table 4.2: Age of Computer Entrepreneur

Age (Year)	Number of Respondents	Percent
20-39	16	6.5
40-69	223	90.7
More than 69	7	2.8
Total	246	100.0

Source: Field Data, March 2016

There are fewer young people engaged in computer entrepreneurship; only 6.5% of the sampled population. This finding is consistent with the 2010 population census data. According to GSS (LEKMA), in the LEKMA area for instance, 83% of the population between the ages 15 to 19 years was unemployed while for the population between 20 and 24 years, only 48% were employed. However, the greater proportion of the active population was found to be between the ages of 24 to 44 years.

Considering the fact that the population of these localities is youthful, a likely explanation for this trend could be the challenges associated with establishing a start-up. Such challenges especially in terms of capital could deter many young people from venturing into this activity. Additionally, in Ghana, most people complete tertiary education by 25 years. With this knowledge, another explanation for this trend could be the fact that most people below the age of 25 years will be engaged in full-time studies and as such, unemployed. Notwithstanding this explanation, the data on the age of the respondents points to the generally low level IT-based economic activity among the Ghanaian youth.

According to GSS (FINAL), in Ghana, 71.1% of the total population is economically active while 28.9% of the population is economically inactive. Out of the economically active population, 94.7% are employed (this included people who had a paid job, doing unpaid voluntary job or who were not currently working but had a job to go back to) while 5.3% are unemployed (full time home makers, students, sick, disabled, pensioners, children etc.). GSS (FINAL) further identified that the Greater Accra Region accounted for about 18.1% (1,954,319) of the total economically active population above 15 years of age in Ghana (GSS,

FINAL). The region also had the highest rate of unemployment in the country; a total of 152,040 people representing 26.4% of the unemployed economically active population.

In LEKM, GSS (LEKMA) identified that among the population that was economically active, 91% was employed while 8.9% was unemployed. The major economic activity in this district is retail and trading. 56% of the population was engaged as service and sales workers and craft and retail trade while only 18.6% of the population was employed in professional, technical or managerial jobs which often require at least a minimal use of IT.

There is minimal use of information technology in these businesses. Most entrepreneurs still depend on manual methods of book keeping and taking inventory. Businesses that are likely to apply minimal or high levels of IT are usually professional or higher technical businesses. The benefits of incorporating basic IT knowledge and skill in businesses such as trading and retailing will help to ensure efficiency, improve record keeping and help entrepreneurs to keep accurate update of their stock and accounts. Additionally, applying knowledge in computing and IT to set up business ventures will provide business and employment opportunities for people in these communities. This will create new employment avenues and improve the efficiency of existing businesses

4.1.3 Distribution by Gender

Table 4 shows that there were more male respondents 152 (61.8%) than female respondents 94 (38.2%). This could mean that in the surveyed localities, males are more likely to engage in an entrepreneurial activity or that male tend to have the requisite skills that makes it possible for them to establish computer entrepreneurial businesses

Table 4.3: Distribution by Gender

Gender	Computer Entrepreneurs	Percentage (%)
Male	152	61.8
Female	94	38.2
Total	246	100.0

Source: Field Data, March 2016

In Ghana, the most jobs requiring IT knowledge are dominated by males. The information communication technology industry is one that is dependent on high level IT knowledge. In the LEKMA area, it accounted for a minimal 1.3% of the total employment. Males dominated this sector, accounting for 2% of the employment while female lagged behind with 0.7% of the employment.

However, in the LEKMA area, GSS (LEKMA) identified that there were more female self-employed people than male self-employed people. Computer entrepreneurs as defined by this study are self-employed business people. However, from the data collected, there were more males involved in computer entrepreneurship than females. This could mean that females often lack the capital or skill to engage in such business activity.

4.1.4 Distribution by educational level

In table 5, the educational level of the respondents was assessed. This result shows that most of the respondents have at least a secondary school certificate. Over 80% of the computer entrepreneurs interviewed had completed secondary education. This is very high considering the fact that Ghana is generally has a high illiteracy rate. This could also be an indication of the relatively higher skills needed to run a computer entrepreneurship business. Thus, only people with at least secondary education can thrive in this business.

Table 4.4: Level of Education

Level	Number of Students	Percentage (%)
Less than secondary	20	8.1
Secondary	201	81.7
University	25	10.2
TOTAL	246	100.0

Source: Field Data, March 2016

4.2 SECTION B: ANALYSIS OF MAIN RESEARCH QUESTIONS

This section was organized in accordance with the research questions that centered on:

1. To what extent does computer entrepreneurship impact on employment?
2. What are the benefits of computer entrepreneurship?
3. What are the barriers to computer entrepreneurship?

4.2.1 Research Question One: Computer Entrepreneurship and Employment

The researcher was interested in the number of the labour force that is engaged in computer usage as a business. The frequency of computer, the internet and other accessories usage by respondents and where they normally use the computer and the internet was also considered. The focus of the researcher was to identify respondents use computers, the internet and other accessories for business purposes.

Tables 4.6, 4.7 and 4.8 provide information on the various forms of computer businesses that serve as a form of economic activities for the respondents.

The results of the tables 6, 7 and 8 indicate that out of the 246 respondents, 230 (93.5%) had access to computers and 173 (70.3%) had access to the internet. It also shows that 227

(92.3%) of the respondents had access to photocopiers. This shows that majority of respondents had access to computers, the internet and other computer accessories such as photocopiers and use them for commercial purposes such as an internet cafe.

Table 4.5: Computer for Business

Internet	Number Of Respondents	Percentage (%)
YES	230	93.5
NO	16	6.5
TOTAL	246	100.0

Source: field data, March 2016

Services offered by respondents who used computers for business include providing secretarial service (typing and designing of documents) as well as providing game centers for people. These businesses provided vital services to people who did not own a personal computer. Currently in Ghana, there is still a large proportion of the population that does not have access to personal computers or laptops. There are also many people who lack knowledge on how to use a computer to perform basic functions such as typing out documents. This section of the population is highly dependent on computer entrepreneurs.

However, with time as more people are able to afford a personal computer or learn to perform basic tasks using a computer, the need for such services will decline. Entrepreneurs using computers for their business will therefore have to improve their skills in order to stay in business. They will have to develop themselves to meet the needs and sophistication of the growing Ghanaian population.

Table 4.6: The Internet for Business

Internet	Number Of Respondents	Percent (%)
YES	173	70.3
NO	73	29.7
TOTAL	246	100.0

Source: field data, March 2016

Few homes in Ghana have access to the internet. Currently, the telecommunication firms have popularized internet bundles for mobile phone network subscribers. This has generally increased the number of people who have access to internet. Having internet on one's mobile phone is good but this does not address the challenged people face with having internet to perform other functions. Internet on the phone is used by most people to access social media, listen to music and make voice and video calls. However when one need to do other activities such as research work, on-line studying etc., having internet on the mobile phone becomes less useful.

In such situation having access to a personal computer or laptop with internet access is vital. However, since few people own a personal computer, visiting business centers with internet access and a computer to work is very necessary. Thus entrepreneurs providing internet services support individuals and other small business with cheap and easy access to the internet for work and studies.

Table 4.7: Photocopiers for Business

Internet	Number Of Respondents	Percentage (%)
YES	227	92.3
NO	19	7.7
TOTAL	246	100.0

Source: field data, March 2016

There are also computer entrepreneurs who provide secretarial services such as photocopying, printing, scanning, fax services, laminating of documents, printing of pictures, business cards, invitation cards, calendars etc. These entrepreneurs support many local small business enterprises and start-ups which cannot afford to purchase equipments to perform such functions.

Such equipments are costly and often not frequently used by individuals and businesses. As such, it is more cost effective for people to patronise the services of such computer entrepreneurs than to purchase the equipment.

Data on economic activity in LEKMA shows that about 71% of the population are economically active with 19% not being economically active. 91% of the economically active population are employed, of which 8.9% are unemployed. Unemployment is significant for age groups 20-24years -12.8%, 25-29 years -10.9% and 30-34years -5.9%.

The economy of the Municipality is shown to be dependent greatly on sales and service. That 34.8% of the employed population is engaged as service and sales workers. 21.7% are craft and related trades workers. About 70% of the employed population work in the private informal sector. The data further shows that 18.8% of the population who are 12 years or more use Internet. Those who use the Internet are mostly the youth with education, have employment and live in the city. Those who have desktop or laptop computers in the municipality are about 17.9%. (Ghana statistical services, 2016).

This therefore gives credence to the fact that there is a vast untapped area in ICT and that unemployment can be reduced substantially if these age bracket are targeted for entrepreneurial skills development and that entrepreneurship is the key for employment creation.

4.2.2 Research Question Two: Benefits of Computer Entrepreneurship

In the second research question, the researcher was interested in the benefits of computer entrepreneurship, specifically its impact on employment and as a source of livelihood. In answering this question, respondents were required to answer questions relating to taking care

of personal and family's basic needs and being able to employ other people and also pay taxes to government and government institutions.

Table 9 shows that respondents agreed that they are able to take care of their basic needs (79.3%) and family's basic needs (74.4%). However 20.7% of respondents do not think that it's through computer entrepreneurship that their basic needs are being met and also (25.6%) do not think that computer entrepreneurship is responsible for the meeting of their family's basic needs. This supports the assertion made that, Entrepreneurs stimulate employment development by creating new employments when they enter the market (Duening, Hisrich & Lechter, 2009).

Table 4.8: Benefits of Computer Entrepreneurship

Benefits	Yes	No
1. Can take care of my family's basic needs	183 (74.4%)	63 (25.6%)
2. Able to take care of my needs	195 (79.3%)	51 (20.7%)
3. Able to employ other people	232 (94.3%)	14 (5.7%)
4. Able to pay taxes	202 (82.1%)	44 (17.9%)
5. Able to meet customers IT needs	191 (77.7%)	55 (22.3%)

Source: Field data, March 2016

4.2.3 Research Question Three: Barriers to Computer Entrepreneurship

In answering research question three, respondents were required to answer questions relating to access to a computer, the internet, and personal know-how. Respondents were also required to answer questions relating to the cost of computers and the internet, high regulatory burden, inadequate supply of computers, reliability of power supply and personal competence.

Table 10 shows that respondents agree that: the cost of acquiring computers 158 (64.2%), inadequate supply of computers 70(28.4%), unreliability of power supply 177(72.0%), high

regulatory burden 164(66.7%), personal competence in using computers and the internet 82(33.3%) and lack of capital 226(91.8%) are barriers to computer entrepreneurship. It can be said that lack of capital remains a major challenge to entrepreneurs wanting to venture into computer entrepreneurship. The findings are in support of Evans and Jovanovic (1989) who showed theoretically that wealth constraints affect entrepreneurship, e.g., liquidity constraints hinder people from starting businesses.

Table 4.9: Barriers to computer entrepreneurship

Statement	Agree	Disagree	Undecided
1.Expensive to acquire	158(64.2%)	69(28.1%)	19(7.7%)
2.High regulatory burden	164(66.7%)	82(33.3%)	0(0%)
3.Lack of electric power	177(72.0%)	69(28.0%)	0(0%)
4.Have no know-how	82(33.3%)	152(61.8%)	12(4.9%)
5. Inadequate supply	70(28.4%)	133(54.1%)	43(17.5%)
6. Lack of capital	226(91.8%)	12(4.9%)	8(3.3%)
7. Tax burden	202(82.2%)	42(17%)	2(0.8%)

Source: field data, March 2016

CHAPTER FIVE SUMMARY, CONCLUSIONS, RECOMMENDATIONS

This chapter presents a summary of findings and conclusions drawn from the study. It makes recommendations for action and areas for further.

1. To what extent has a computer, entrepreneurship produced small-scale-business?
2. What are the benefits of computer entrepreneurship?
3. What are the barriers to computer entrepreneurship?

5.1 MAIN FINDINGS

The following are the findings:

The results indicate that computer entrepreneurship is a small-scale business with the computer as the main tool. There is also the presence of the internet, printers, scanners, photocopiers and other computer based accessories. All these tools may be present as a complete business unit or may be present in various combinations. A computer and a printer together, in this case, is also considered as a business unit. A photocopier alone used for commercial purposes is also a business unit. A computer may or may not be connected to the internet, but once it can type and print the output for a business transaction, it's considered a business unit

Computer entrepreneurship acts as a source of livelihood meeting basic personal and family needs. It also to some extent provides government and its agencies revenues through taxes. It solves societal problems by offering services to clients. These services are in the form of internet use for browsing and over the internet calls. Computer usage for typing and editing documents. The photocopiers, scanners and printers are used for printing, scanning and photocopying documents for private, school and business use. The IT needs of clients are varied. It ranges from those who do not have the competence to use computers and their accessories to type, edit, print, scan, and photocopy and to browse the internet to search for information or send and receive information. There is also those who do not have the time

and the energy required to use the computer and its accessories to do the work they have to do and hence have to do rely on computer entrepreneur to do such work for them in real time for a fee. There is the category of clients who also cannot afford the cost of buying or maintaining computer and its accessories for the purpose of using them to type, scan, and photocopy browses the internet and makes calls over the internet.

That the main challenge to computer entrepreneurship is a lack of capital. This includes money to build to or rent an office space for the business. Funds are needed to buy computers, scanners, printers, photocopiers, pay for internet services, electricity, and initial business registration and in some cases employees to take care of the business. There is the challenge of the unreliability of power supply. This is a major challenge for computer entrepreneurs as electric power is a major source of energy for the equipment for computer entrepreneurship.

The absence of or the erratic supply of electric power is detrimental to the success of computer entrepreneurship. Computer entrepreneur needed to be sure of electric supply in order to know where to site his/her business. High regulatory burden such as license fees, length of time required for license approval, internet and electricity connectivity, a place for siting the business are all factors facing the computer entrepreneur. The lack of personal competence in using computers, internet, scanners, photocopiers, printers and other computer accessories has forced the computer entrepreneur to hire someone with the requisite skill and this adds up to the cost of business to the entrepreneur.

5.2 CONCLUSIONS

The results showed that computer entrepreneurship is contributing to employment and it is helping people to take care of their personal and family's basic needs. There is the need to equip the would-be computer entrepreneurs to acquire the necessary skills and training they need to help them succeed.

There is the need for policymakers to enact the right policies and create the right atmosphere for entrepreneurs to thrive in their quest to create businesses. There must be the necessary infrastructure such as internet access, electric power, and safe environment that computer entrepreneurship will be able to succeed. There must also be deliberate governmental support in the area of financial and infrastructure to make it easier and rewarding for people to venture into the area of computer entrepreneurship. The tax burden of computer entrepreneurs should be reduced through tax holidays or reduced special tax for start-ups. The cost of establishing a business entity should be reduced to make computer entrepreneurship attractive for people to consider as a business and a source of livelihood.

Stability in governance and economic indicators also is a key in enabling entrepreneurs to come up with a good forecast and correct prediction. The procedures needed to register as a business and the length of time needed to acquire all the legal documents should be reduced and streamlined. There is little or no training for the computer entrepreneur and this act as a hindrance in the success march of the entrepreneur. There is the need to address structural deficiencies in the supply of electric power to reduce the cost of doing business, attract more people into the business and keep those already in the business from folding up. ICT infrastructure such as internet supply should be made more accessible and affordable as a boost for people to consider doing business in that sector.

5.3 RECOMMENDATIONS

The following recommendations are made based on the findings:

SUMMARY AND POLICY ADVICE

Computer Entrepreneurship can be considered to be very important in bringing about diversity in the Ghanaian economy. Computer Entrepreneurs create employment avenues for themselves as well as others in the economy. Computer Entrepreneurial activities such as typing, scanning, printing, photocopying, internet usage can stimulate other economic activities such as computer manufacturing, sales of computers and its accessories, service and maintenance of computers and its components, personnel specializing in using computers and its accessories in for business purposes. These inter-related activities can bring about a boost in the economic activities and help accelerate economic development. Institutions should be established if they are not already existing to offer the needed support (both fiscal and intellectual) and the enabling environment for computer entrepreneurs to succeed.

The following are the policies to be noted:

1. There should be governmental policies and legislation on boosting employment through computer entrepreneurship. The provision of funds for start-ups, skills training for will be entrepreneurs, easy to follow rules and regulations for establishing businesses, recognition of computer entrepreneurs as partners in development.
2. The benefits to be derived from computer entrepreneurship are enormous. Individuals, families, communities, schools, religious and non-religious organizations and government agencies should take a key interest in inculcating computer entrepreneurship into their daily activities in order to yield the required benefits. We are in the technological age and as such computer entrepreneurship is more than a necessity to an individual, society, and a nation to enable them to achieve the needed economic independence.
3. Ghanaian government and its agencies should as a matter of urgency work together to break the barriers that hinder the flourishing of computer entrepreneurship. They work to

ensure that the needed infrastructure needed to support computer entrepreneurship is built. Electric power and internet supply act as the main infrastructure need of the computer entrepreneur. There should be a deliberate attempt by government and its agencies to help reduce taxes on computers and its accessories in order to reduce the cost of acquiring them and hence a reduction in the cost of doing business. The burden and frustration that computer entrepreneurs go through in order for them to register their businesses should be addressed by simplifying procedures and reducing the length of time involved. Government and its agencies should facilitate training workshops regularly for computer entrepreneurs to equip them with the necessary skills and to boost their confidence in staying on course and seeing the bigger picture of helping to shape the economic development of the country.

5.4 SUGGESTION FOR FUTURE STUDIES

It is suggested that this study should be replicated in other regions of the country and to cover the entire area of entrepreneurship and small-scale business so that the findings could be generalized as the true state of the impact of computer entrepreneurship on employment in Ghana.

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